



NORESKO is the nation's most prolific energy services company (ESCO) providing comprehensive and proven energy-efficiency solutions and infrastructure improvements to a wide range of customers. NORESKO has installed more than \$1.5 billion worth of energy savings performance based contracts in more than 20,000 facilities in diverse markets across the nation in the past twenty years. During this time period, NORESKO is credited with lifetime savings in excess of 31 billion kilowatt hours of electricity and 71 trillion Btus of fuel – enough to provide over 1 million homes with electricity for the next five years. This expertise and experience on a national basis has also resulted in substantial regional experience with more than \$125 million of energy projects developed and managed from our Virginia office.

Our solid reputation in the energy services industry has been built by constant commitment to, and excellence in four basic business principles: integrity; innovation; engineering reliability; and true customer service. This leadership role is evidenced by our steady and dramatic growth, and is further supported by the testimonials of our customers.

NORESKO is a recognized leader in federal, state and local government energy services contracting, and has completed regional projects with Fairfax County, Fairfax County Public Schools, Walter Reed Army Medical Center, the District of Columbia Public Schools, National Gallery of Art, National Agricultural Library, Bolling Air Force Base, Langley Air Force Base, Kennedy Center for the Performing Arts, and the United States Capitol Complex. We stand as the only ESCO in the United States to be awarded a Super Energy Savings Performance Contract (ESPC) in each of the six Department of Energy (DOE) regions allowing for the development and implementation of energy and resource conservation projects in all fifty states. In several of the regions, NORESKO received ratings in excess of 900 out of 1,000 points, positioning NORESKO as the dominant technical ESCO in the nation.

In summary, NORESKO offers our customers a unique combination of:

- Comprehensive technical expertise and access to low-cost financing
- Extensive experience with a wide range of premium efficient technologies
- The capability to manage large, multi-million dollar, complex projects
- Cost-effective, innovative approaches that emphasize low life-cycle cost
- High quality engineering, installation, maintenance and customer service
- Years of experience with institutional and governmental facilities
- Independence from any particular product, service, or fuel source

We are proud to be among only sixteen (16) other firms accredited by the National Association of Energy Service Companies (NAESCO). This accreditation recognizes NORESKO for our competence in the following areas: technical and managerial ability to develop comprehensive energy efficiency projects, technical and managerial ability to provide a full range of energy services and in regularly developing performance-based projects.

We look forward to bringing our resources to bear on behalf of the Agencies participating in the Commonwealth of Virginia, Department of General Services, Energy Performance Contracting program. Please direct your inquiries to Christopher M. Farren (703)846-9700 or email [cfarren@noresko.com](mailto:cfarren@noresko.com).

<b>ESCO 1</b> (7/22/2002)	<b>ENERGY SERVICES COMPANY - (ESCO)</b>								
	<b>SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT</b>								
Submitted By (Firm Name): <b>NORESCO</b>									
Submittal For (Project Title): <b>RFP No. SRM-2002-1-4 -- Services for Energy Performance Contracting</b>									
<b>1) FIRM NAME AND ADDRESS: (office where work will be done)</b>  <b>NORESCO</b> <b>2222 Gallows Road, Suite 100</b> <b>Dunn Loring, VA 22027</b>  TELEPHONE 703 846-9700                      FAX: 703-846-9701 FEIN / SSN: 04-3584666		<b>2) YEARS IN BUSINESS</b> a) Under Present name: <b>2 years</b> b) List other names and years <b>NEES Energy - 7 1/2 years</b> <b>Northeast Energy Services - 11 years</b>							
<b>3) NAMES OF PARENT COMPANIES: (if any)</b>  <b>Equitable Resources, Inc.</b> <b>One Oxford Centre</b> <b>301 Grant Street</b> <b>Pittsburgh, PA 15219</b>  TELEPHONE 412-553-5700                      FAX:		<b>4) SPECIFY TYPE OF OWNERSHIP:</b> <div style="display: flex; justify-content: space-between;"> <div style="width: 60%;"> <input type="checkbox"/> Sole Proprietor  <input type="checkbox"/> Partnership  <input type="checkbox"/> Professional Corp.  <input type="checkbox"/> Corporation            Virginia Certificate of Authority            Dated: April 9, 2001         </div> <div style="width: 35%;"> <input type="checkbox"/> MBE  <input type="checkbox"/> SBE  <input type="checkbox"/> WBE  <input checked="" type="checkbox"/> LLC         </div> </div>							
<b>5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title, e-mail, and Phone Number)</b> <b>Joseph E. O'Brien, President, tobrien@noresco.com, 508-614-1010</b> <b>Michael Provencher, Senior Vice President, mprovencher@noresco.com, 508-614-1004</b>									
<b>6) PROPOSED CONSULTANTS OR OTHER OFFICES PROVIDING SERVICES:</b>  <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; border-bottom: 1px solid black;"><u>FIRM NAME</u></th> <th style="text-align: left; border-bottom: 1px solid black;"><u>FUNCTION / RESPONSIBILITY</u></th> <th style="text-align: left; border-bottom: 1px solid black;"><u>WORKED WITH PRIME BEFORE?</u></th> </tr> </thead> <tbody> <tr> <td>NORESCO, Pittsburgh, PA</td> <td>Engineering and Administrative Support</td> <td style="text-align: center;">Yes</td> </tr> </tbody> </table>			<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>	NORESCO, Pittsburgh, PA	Engineering and Administrative Support	Yes	
<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>							
NORESCO, Pittsburgh, PA	Engineering and Administrative Support	Yes							
(Attach Firm Data Form ESCO-2 for each consultant or other office)									
<b>7) NUMBER OF PERSONNEL IN FIRM AT (1) ABOVE BY RESPONSIBILITY (List each person only once)</b>									
	<u>Licensed</u>	<u>Unlicensed</u>	<u>Company Total</u>	<u>Assigned to Project</u>					
Project Managers	16	58	74	3					
Energy Specialists		6	6	1					
Safety Officers		1	1	1					
Accountants		6	6						
Clerical Staff		27	27						
Engineers	13	28	41	8					
Legal/Contracts		9	9						
Business Developers	1	9	10	2					
Construction	1	13	14						
Electricians	1	1	2						
Executive	1	7	8	1					
Human Resources	0	2	2						
Information Technology	0	4	4						
Laborers	0	3	3						
Operations	2	11	13						
Plant Operations	13	20	33						
Service Technicians	5	19	24						
<b>TOTALS</b>	<b>53</b>	<b>224</b>	<b>277</b>	<b>16</b>					
Note: The number of additional staff that will be dedicated to Virginia DGS projects will depend upon the number, size and complexity of awarded projects.									

**STANLEY BIEL, P.E.  
SENIOR ENERGY ENGINEER****PROFESSIONAL EXPERIENCE:**

- ♦ 1998 – Present: Senior Energy Engineer, NORESKO, Pittsburgh, PA
- ♦ 1992 – 1998: Performance Contracting Engineer, Honeywell, Pittsburgh, PA
- ♦ 1983 – 1992: Engineering Group Leader, Eichleay Engineers, Inc., Pittsburgh, PA
- ♦ 1971 – 1982: Chief Engineer – Mechanical, Jacob Engineering, Pittsburgh, PA

**CERTIFICATIONS/AFFILIATIONS :**

- ♦ Registered Professional Engineer: Pennsylvania
- ♦ Member, American Society Of Heating, Refrigerating, And Air-Conditioning Engineers (ASHRAE)

**EDUCATION:**

- ♦ BS, Mechanical Engineering, University of Pittsburgh
- ♦ Refrigeration Theory and Application Course – Trane Co.
- ♦ Electrical Power System Protection and Coordination – Duquesne Light Co.
- ♦ Proper Methods of Fabrication, Installation, and Inspection of HVAC Systems – SMACNA
- ♦ Steam Boiler Plant Systems – Penn State University

Mr. Biel has worked in the energy services industry since 1992. As a Senior Engineer with NORESKO, Mr. Biel's primary responsibility is conceptual development of facility infrastructure improvement and resource management programs designed to produce positive financial gains for the facility. His responsibilities include the development of defined designs and scopes of work, energy and utility analysis, risk assessment, code reviews, and qualification of projects. As part of his work he will develop the required measurement and verification procedures necessary to demonstrate the project has met its expected results. Mr. Biel has been part of the NORESKO team for 5 years.

Before assuming his position as Senior Engineer, Mr. Biel held a position of Performance Contracting Engineer with another energy Services Company. Here he served as the technical resource that took site evaluation information and developed comprehensive, cost-effective technical solutions that increased the operational efficiency of the site. Mr. Biel served as the lead engineer on local projects at Allegheny General Hospital – Snyder Pavilion, the Rehabilitation Institute of Pittsburgh, and a 150,000-lb/hr-boiler installation at the Elliott Co.

Prior to entering the energy services industry, Mr. Biel was Engineering Group Leader at Peter F. Loftus Division of Eichleay Engineers, Inc. in Pittsburgh. Here he supervised 9 to 15 engineers, designers, and drafters in the HVAC department. He had complete system design and project responsibility from conception to construction.

At Eichleay Engineers, Mr. Biel had overall responsibility for systems selection, cost and energy consumption analysis, equipment evaluations, computer and manual load analysis, vendor and client contacts, field investigations, code reviews, and all supporting design calculations. Clients included Presbyterian-University Hospital, Westin William Penn Hotel, Polyclinic Medical Center, Lycoming College, and Westinghouse Bettis Atomic Power Laboratories.

For the first eleven years of Mr. Biel's career he worked at Jacob Engineering, Inc. in Pittsburgh where he achieved the position of Chief Engineer – Mechanical. This position required the design of custom mill equipment, piping, and ventilating systems for heavy industrial projects, primarily the steel industry.

**DAVID W. ROSS**  
**PROJECT DEVELOPER****PROFESSIONAL EXPERIENCE:**

- ♦ 2000 – Present, Developer, NORESKO, Pittsburgh, PA
- ♦ 1993-2000 Vice President FOSTECH Inc., Gaithersburg, MD

**CERTIFICATIONS/AFFILIATIONS :**

- ♦ Engineer-in-Training
- ♦ EPA Green Lights Surveyor

**EDUCATION:**

- ♦ MBA, Graduate School of Industrial Administration, Carnegie Mellon University (May 2003)
- ♦ MS, Civil/Environmental Engineering, University of Pittsburgh
- ♦ BS, Civil Engineering, University of Pittsburgh

Mr. Ross has over eight years of experience in the energy services industry. He is responsible for developing energy projects in the Eastern part of the United States, with his primary concern being the refinement of the overall financial product. He is a financial point of contact for all aspects of the project and develops the financial package for each facility. Mr. Ross possesses extensive computer skills and develops customized spreadsheets to model energy systems and complex financial arrangements. Mr. Ross also has close involvement with construction to ensure the quality and overall integrity of the projects.

Mr. Ross has led the development of ESPC proposals for some of NORESKO's largest customers including Allegheny County, Pittsburgh Public Schools, Livingston Schools, Millcreek Township School District, Pfeiffer University, and Bayer AG.

Before joining NORESKO, Mr. Ross was employed by a company that developed commercial lighting projects. Mr. Ross was responsible for projects from development through completion of construction.

**MICHAEL PROVENCHER,  
SENIOR VICE PRESIDENT &  
GENERAL MANAGER  
PERFORMANCE CONTRACTING  
EASTERN UNITED STATES**

**PROFESSIONAL EXPERIENCE:**

- ◆ 2000 – Present, Senior Vice President, NORESCO, Westborough MA
- ◆ 1993 – 2000, Vice President, NORESCO, Westborough MA
- ◆ 1989 – 1993, Director of Operations/Manager of Construction and Engineering, KENETECH Energy Management, Burlington, MA
- ◆ 1978 – 1989, Plant Engineer, Charles River Laboratories, Inc., Wilmington, MA

**CERTIFICATIONS/AFFILIATIONS:**

**General Contractor's Licenses:**

- ◆ Arizona
- ◆ California

**Master Electrician's Licenses:**

- ◆ Massachusetts
- ◆ New Hampshire
- ◆ Vermont
- ◆ Maine
- ◆ California

**EDUCATION:**

- ◆ Merrimack College, courses in Electrical Engineering Program
- ◆ Wake Technical College, courses in Industrial Engineering Program

Mr. Provencher has over fourteen years of experience in the energy services industry. He is responsible for the management of the performance contracting business unit for the Eastern United States. Mr. Provencher oversees all of the Company's activities in the region, including marketing, sales, engineering, construction and downstream customer service. Under Mr. Provencher's guidance, NORESCO maintains its focus on meeting customer needs while operating in a complex and constantly changing financial, energy, and utility marketplace. Mr. Provencher has been a part of the NORESCO team for 10 years.

Mr. Provencher has extensive experience in implementation of Lighting Efficiency Improvements, Electrical/Mechanical System Retrofits, Energy Efficient Motors, Drives for Industrial Applications, Energy Management and Control Systems and Maintenance, Repair, and Renovation Projects. He has directly supervised implementation of more than \$100 million worth of energy efficiency improvements in commercial and industrial facilities.

As the Corporate Safety Officer, Mr. Provencher heads up NORESCO's ongoing safety programs, and conducts training seminars at our facility in Southboro.

Mr. Provencher was the Corporate Officer in charge of the \$75 million (annual) Federal Government MRR Contract that provides maintenance, repair, and renovation services to U.S. DOD facilities throughout the United States. Projects ranged from minor repair and rehabilitation to large boiler and chiller installations.

Mr. Provencher has served as project manager for the implementation of energy efficiency programs at the Massachusetts Institute of Technology, the Boston Museum of Science and a \$12M lighting project for New York Power Authority.

Mr. Provencher has been the corporate officer in charge of construction of the NYSEG, COM/Electric and Boston Edison DSM Programs and he has supervised implementation of more than \$25M of energy efficiency improvements in commercial and industrial facilities, including the retrofit of the HVAC system at the World Trade Center in Boston.

**PAUL F. PIMENTEL, P.E.  
VICE PRESIDENT,  
ENGINEERING AND  
CONSTRUCTION**

**PROFESSIONAL EXPERIENCE:**

- ◆ **1996-Present, Vice President of Engineering and Construction, NORES CO**
- ◆ **1977-1996, President, Pequod Associates, Inc.**
- ◆ **1975-1977, Deputy Secretary of State, Commonwealth of Massachusetts**
- ◆ **1968-1975, Manufacturing Engineer, Corning Glass Works**
- ◆ **1965-1968, Engineering Officer, U.S. Navy**

**CERTIFICATIONS/AFFILIATIONS:**

- ◆ **Registered Professional Engineer: Massachusetts, California, Rhode Island, New York, Virginia, U.S. Virgin Islands**
- ◆ **Member: Industrial Water Conservation Committee of the American Water Works Association (AWWA); California Urban Conservation Council (CUWCC)**
- ◆ **Former President of the New England Chapter of the Association of Energy Engineers (AEE)**

**EDUCATION:**

- ◆ **B.S., Engineering and Applied Physics, Harvard University**

Paul F. Pimentel, P.E., is Senior Vice President of Engineering and Construction. He is responsible for development and organization of all project engineering and construction for NORES CO Energy Services and Energy Savings Performance Contracts.

Mr. Pimentel is a nationally recognized authority in the field of integrated energy and water use efficiency. As a mechanical engineer with more than thirty years of experience, Mr. Pimentel has supervised large-scale industrial production facilities, designed numerous water and energy systems improvements, and developed technical training courses.

An award winning energy engineer, Mr. Pimentel was most recently awarded a 2001 DOE/FEMP award for his design engineering efforts at the Atlanta General Services Administration facility. Mr. Pimentel's accomplishments have earned him regular invitations to speak at major conferences, including those sponsored by the American Water Works Association, the U.S. EPA, and the California Department of Water Resources.

Since 1979, Mr. Pimentel has been at the forefront of innovative energy and water utilization initiatives. He regularly assists public agencies with program management design and implementation. He is actively involved with programs at the Metropolitan Water District of Southern California, the U.S. EPA, the Massachusetts Division of Energy Resources, and the Massachusetts Water Resources Authority. Some of Mr. Pimentel's significant achievements include:

- For Wang Laboratories, design of a complete chiller control system retrofit at a 780,000-sq.ft. computer manufacturing facility. The system realized first year savings of \$87,000 with no increase in maintenance costs and was awarded an ASHRAE New England/Mid-Atlantic Regional Award for design excellence.
- For Logan International Airport, design of a new chiller plant and condensate polisher system. This \$2 million construction project was completed within 1 percent of the final cost estimate. Final design parameters were derived from a custom computer model for cooling and cogeneration alternatives.

Prior to 1975, Mr. Pimentel was employed by Corning Glass Works. His specific experience with solving a broad range of industrial problems in materials, processes, labor relations, cost control, and maintenance have given him a practical basis for evaluating water and energy management alternatives.

**STEVEN PATTERSON, P.E.,  
CEM – MANAGER  
CONSTRUCTION AND  
ENGINEERING**

**PROFESSIONAL EXPERIENCE:**

- ◆ **Present: Senior Energy Engineer,**  
NORESKO, Pittsburgh, PA
- ◆ **1999 – 2002: Project Development**  
Engineer, CHEVRON ENERGY  
SOLUTIONS
- ◆ **1996 – 1999: Energy Engineer,**  
Evantage
- ◆ **1986 – 1996: Program Manager,**  
Virginia Power

**CERTIFICATIONS/AFFILIATIONS :**

- ◆ **Registered Professional Engineer:**  
MD, VA, DC, PA
- **Commonwealth of Virginia, Class A**  
Contractor's License
- **Certified Energy Manager**
- **Association of Energy Engineers**

**EDUCATION:**

- ◆ **Rose-Hilman Institute of Technology –**  
BS, Electrical Engineering
- ◆ **Virginia Polytechnic and State**  
University, MBA

**PROJECT EXPERIENCE:**

- **DC Public Schools**
- **Fairfax County**
- **Fort Mead**
- **DC Water and Sewer Authority**

Mr. Patterson has worked in the energy services industry since 1986. As a Senior Project Engineer with NORESKO, Mr. Patterson's primary responsibility is providing project management, engineering analysis, and design services for the conceptual development and implementation of facility infrastructure improvement and resource management programs designed to produce positive financial gains for the facility. His responsibilities include the development of defined designs and scopes of work, energy and utility analysis, risk assessment, code reviews, and qualification of projects. As part of his work he will develop the required measurement and verification procedures necessary to demonstrate the project has met its expected results.

Before assuming his position as Senior Engineer, Mr. Patterson held a position of Project Development Engineer with another energy Services Company. There he was responsible for developing projects for Federal, State, and Local Governmental agencies, as well as managing project development and implementation for a wide variety of energy conservation and facility improvement projects.

As an Energy Engineer with Evantage, Mr. Patterson managed all aspects of development for energy efficiency projects, including site assessments, technical analysis, management of internal and external project teams, and technical proposal development.

While at Virginia Power, Mr. Patterson held a number of progressively responsible positions. These included Project Manager, Program Manager and Commercial Engineer.

**HEMAL PATEL, C.E.M.**  
**ENERGY ENGINEER**

**PROFESSIONAL EXPERIENCE:**

- ◆ 2001 – Present, Energy Engineer, NORESKO, Pittsburgh, PA
- ◆ 1998 – 2001, Project Development Engineer, Johnson Controls, Birmingham, AL
- ◆ 1995 – 1997, Engineering Associate, City of Birmingham, Birmingham, AL

**CERTIFICATIONS/AFFILIATIONS :**

- ◆ Certified Energy Manager (C.E.M.)
- ◆ Member, Association of Energy Engineers (AEE)
- ◆ Associate Member, American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE)

**EDUCATION:**

- ◆ B.S. Mechanical Engineering, University of Alabama at Birmingham

Ms. Patel has worked in the energy services industry since 1998. Her primary responsibility is to assist in pre-screening energy performance project leads through cursory analysis. She assists in energy audits of facilities and data acquisition from the field, prints, and other sources. She performs analyses to optimal level of detail and develops cost estimates for proposal development.

During her time with NORESKO's Pittsburgh office, Ms. Patel has been responsible for evaluating energy conservation measures and developing implementation cost estimates for a number of energy savings performance contracts, including Pittsburgh City Schools, West Hill Area School District, Gannon University, Suburban General Hospital and Hiram G. Andrews Center.

Before assuming her current position as an Energy Engineer, Ms. Patel was a Project Development Engineer for a leading energy services company. She performed energy audits & studies, developed scope of work and performance contract proposals, and performed utility bill data collection and analyses. She identified energy savings opportunities and energy conservation projects for commercial facilities. She has been involved in the detail design, preparation of design specifications, and cost estimating.

Ms. Patel worked on development and implementation of performance assurance guarantees under performance contracting and maintenance and enhancement of customer relationships. She was also involved in HVAC design for small commercial buildings.

## **DAVID K. MOWERY, C.E.M. ENERGY ENGINEER**

### **PROFESSIONAL EXPERIENCE:**

- ◆ **1998 – Present, Energy Engineer, NORES CO, Rochester, NY**
- ◆ **1996 – 1998, Project Engineer, XENERGY, Inc., Columbus, OH**
- ◆ **1994 – 1996, Energy Engineer, Industrial Energy Center, Blacksburg, VA**

### **CERTIFICATES/AFFILIATIONS:**

- ◆ **Certified Energy Manager (C.E.M.)**
- ◆ **Member, Association of Energy Engineers (AEE)**
- ◆ **Associate Member, American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE)**
- ◆ **Member, American Society of Mechanical Engineers (ASME)**

### **EDUCATION:**

- ◆ **MS, Mechanical Engineering, Virginia Polytechnic Institute and State University, Blacksburg, VA**
- ◆ **BS, Mechanical Engineering, Virginia Polytechnic Institute and State University, Blacksburg, VA**

Mr. Mowery has over eight years of energy engineering experience. His areas of expertise include energy audits and field investigations, facility energy use analysis, and the evaluation of energy conservation measures. He also has experience with the evaluation of manufacturing processes.

Mr. Mowery has been a part of the NORES CO team for over four years.

Mr. Mowery has evaluated energy conservation opportunities for numerous commercial, institutional, and industrial facilities. In his career, he has been responsible for auditing over 20 million square feet of building space. Audits have included inventorying facility equipment, profiling facility energy use, and developing cost-saving strategies for lighting, motors, HVAC systems, building envelope improvements, and controls applications.

Mr. Mowery has participated in a number of projects with the U.S. government, including an industrial motor assessment program sponsored by the Department of Energy. Approximately 300 industrial facilities across the country were evaluated during this program.

During his time with NORES CO's Rochester office, Mr. Mowery has been responsible for performing on-site facility investigations and developing project proposals for numerous energy savings performance contracts, including North Syracuse Central School District, Jamesville-Dewitt Central School District, Wheatland-Chili Central School District, East Irondequoit Central School District, and Fairfax County Public Schools.

**DAVID MANNHERZ,  
SENIOR VICE PRESIDENT OF  
FINANCE**

**PROFESSIONAL EXPERIENCE:**

- ♦ **Present, Senior Vice President of Finance, NORES CO, Westborough, MA**
- ♦ **1997 – 2000, ERI Government Services.**

**EDUCATION:**

- ♦ **B.S., Mechanical Engineering, Lehigh University**
- ♦ **M.B.A., Finance, Columbia Business School**

Mr. Mannherz directs the Company's Finance and Administrative functions. His responsibilities include project finance, deal structuring, legal, accounting, information technology and general administrative functions for the organization.

Mr. Mannherz possesses degrees in both engineering and finance and provides NORES CO and its customers with a unique mix of technical and financial knowledge and experience. Mr. Mannherz also brings to NORES CO a strength for combining the most appropriate financial vehicle with technical solutions that will best suit the long-term goals of NORES CO's clients. He has substantial experience serving federal government, municipal and institutional clients.

Mr. Mannherz has extensive experience in the financing of ESPC, including placement of tax exempt lease financing for numerous educational institutions.

**RICHARD LEVIN, P.E.  
MANAGER – PERFORMANCE  
ENGINEERING****PROFESSIONAL EXPERIENCE:**

- ◆ 2001 – Present, Manager –  
Performance Engineering, NORES CO,  
Westborough, MA
- ◆ 1997 – 2001, Senior Energy Engineer,  
NORES CO, Westborough, MA
- ◆ 1990 – 1997, Senior Project Manager -  
Energy Division, Shooshanian  
Engineering Associates, Inc., Boston,  
MA
- ◆ 1985 – 1990, Senior Project Manager,  
Norian /Siani Engineering, Newton,  
MA
- ◆ 1982 – 1985, Project Manager, Andover  
Controls Corporation, Newton, MA
- ◆ 1979 – 1982, Senior Engineer, Xenergy,  
Inc., Burlington, MA

**CERTIFICATIONS/AFFILIATIONS:**

- ◆ Registered Professional Engineer in  
Electrical Engineering in,
  - California
  - Connecticut
  - Maine
  - Massachusetts
  - New Hampshire
  - New Jersey
  - Pennsylvania
  - Rhode Island

**EDUCATION:**

- ◆ Master of Engineering, Harvey Mudd  
College
- ◆ BS, Engineering, Harvey Mudd College

Mr. Levin has over 20 years of experience in the energy efficiency industry and has been a part of the NORES CO team since 1997. His areas of expertise include the design and implementation of DDC and standalone control systems, and HVAC and electrical system upgrades, as well as energy auditing and project management.

As Manager of Performance Engineering, Mr. Levin oversees an experienced engineering team that track the savings of completed projects, and assure that system performance and energy savings are maintained over time.

During his tenure at NORES CO, Mr. Levin has also been responsible for the design, implementation and commissioning of comprehensive computerized control system retrofits and extensive HVAC upgrades, including extremely complex laboratory applications, such as the U.S. Environmental Protection Agency National Vehicle & Fuel Emissions Laboratory, Ann Arbor, MI. Mr. Levin provides expert technical support to NORES CO's design engineering team.

Prior to joining NORES CO, Mr. Levin gathered considerable experience through involvement with several firms in the energy efficiency industry, most notably as a Project Manager for Andover Controls, and as a Senior Project Manager in the Energy Division of Shooshanian Engineering Associates.

## **SCOTT B. HUTCHINS, P.E., C.E.M. MANAGER, PROJECT DEVELOPMENT**

### **PROFESSIONAL EXPERIENCE:**

- ◆ **2001 - Present, Manager, Project Development, NORES CO, Westborough, MA**
- ◆ **1999 – 2001, Project Manager, Camp Dresser and McKee, Inc., Manchester, NH**
- ◆ **1996 - 1999, Senior Engineer, Alternative Resources, Concord, MA**
- ◆ **1990 – 1996, Senior Engineer, Metcalf & Eddy, Inc., Wakefield, MA**
- ◆ **1987 – 1990, CSI Resource Systems, Inc., Mechanical Engineer, Boston, MA**
- ◆ **1980 – 1987, Thermo Electron-Tecogen, Inc., Mechanical Designer, Waltham, MA**

### **CERTIFICATIONS/AFFILIATIONS :**

- ◆ **Certified Energy Manager (C.E.M.)**
- ◆ **Association of Energy Engineers**
- ◆ **American Society of Mechanical Engineers**
- ◆ **Licensed Professional Engineer**

### **EDUCATION:**

- ◆ **B.S., Mechanical Engineering, Northeastern University**

Mr. Hutchins brings to NORES CO's team more than 20 years experience in the design and development of energy infrastructure projects.

At NORES CO, Mr. Hutchins has served as engineering manager for final design, check-out, and start-up for a \$22 million cogeneration project with the University of Massachusetts Medical Center. Mr. Hutchins has also served as project manager for a \$15 million boiler retrofit and gas line expansion project at the United States Military Academy at West Point. This project includes replacement of two 125,000 lb/Hr steam boilers and a new five mile gas transmission line to increase gas capacity from 125 MCF/Hr to 500 MCF/Hr.

In prior capacities, Mr. Hutchins has participated in design and management of numerous energy infrastructure projects including a feasibility study for a 1 MW, landfill gas fueled, cogeneration system in Puerto Rico; development of load management strategies; including onsite generation for the City of Dallas, TX; development of HVAC systems for a new incineration facility for Merck Pharmaceutical; feasibility study and conceptual design for a landfill gas power generation facility in Onslow County, NC; and management of check-out, punch list and performance test for a \$35 million air pollution control upgrade project.

Other projects have included management of the procurement of electric power and natural gas for the Upper Blackstone Wastewater Treatment Plant, including development of procurement programs that saved in excess of \$100,000 annually. Mr. Hutchins has also developed a district heating system to provide 277 MMBTU/Hr of thermal energy to meet all process heating demands of the \$3 billion Boston Harbor Project. Additional experience includes work on numerous gas and diesel fueled cogeneration systems ranging from 200 kW to 1 MW.

**BRINT GOETTEL, C.E.M.  
MANAGER – CONSTRUCTION  
SERVICES****PROFESSIONAL EXPERIENCE:**

- ◆ 1999 – Present: Manager Construction Services NORESKO, Pittsburgh, PA
- ◆ 1997 – 1999: Construction Manager NORESKO, Pittsburgh, PA
- ◆ 1996 – 1997: Manager – Product Development, ERI Services, Pittsburgh, PA
- ◆ 1993 – 1996: Marketing Engineer Peoples Gas Co, Pittsburgh, PA
- ◆ 1982 – 1988: Project Manager Duquesne Light Co, Pittsburgh, PA

**CERTIFICATIONS/AFFILIATIONS :**

- ◆ Member, American Society Of Heating, Refrigerating, And Air-Conditioning Engineers (ASHRAE)
- ◆ Certified Energy Manager (C.E.M.)
- ◆ Member, Association Of Energy Engineers
- ◆ Green Lights, Surveyor Ally

**EDUCATION:**

- ◆ BS, Mechanical Engineering, Pennsylvania State University
- ◆ Attended the Graduate School of Industrial Administration (MBA program), Carnegie Mellon University

Mr. Goettel is responsible for overseeing all construction activities based out of the Pittsburgh region. Specifically, he manages the implementation of energy conservation measures within a defined schedule and budget, while serving as the primary point of contact with the customer throughout the construction period. Additional responsibilities include maintaining NORESKO's high standards for quality while ensuring that all construction activities closely adhere to specific or unique customer needs or on-site requirements.

Mr. Goettel also provides valuable assistance during the project's design stage. Mr. Goettel is currently overseeing the construction of almost \$25 million of energy-related projects.

Prior to his position as Construction Manager, Mr. Goettel served as NORESKO's project manager at institutional and government facilities including the County of Allegheny, Moon Township, Carlow College, Moon School District, and Duquesne University. He has managed the construction of over \$12.0 million of lighting retrofits, energy management systems, HVAC & mechanical systems, water management, and a variety of other diverse energy related measures such as windows.

Prior to joining NORESKO, Mr. Goettel served in various technical and marketing positions at Duquesne Light and Peoples Natural Gas Companies. As a result, Mr. Goettel possesses a broad understanding of local utility tariffs, operating policies, and marketing practices derived from over fifteen years of experience.

Mr. Goettel also served as project manager at Duquesne Light where he managed construction activity of over \$20 million in new and refurbished power distribution systems.

**CHRIS FARREN**  
**SENIOR ACCOUNT**  
**EXECUTIVE****PROFESSIONAL EXPERIENCE:**

- ◆ **1995-Present, Senior Account Executive, NORESO, Dunn Loring, VA**
- ◆ **1990-1995 Area Manager, ML Systems, Edison, NJ**

**CERTIFICATIONS/AFFILIATIONS:**

- ◆ **Association of Energy Engineers**
- ◆ **New Jersey Association of School Business Officials**
- ◆ **Pennsylvania Association of School Business Officials**
- ◆ **Member - Brielle Board of Education**

**EDUCATION:**

- ◆ **B.S., Business Administration, Saint Bonaventure University**

Mr. Farren has thirteen years of experience in the energy services industry. He is responsible for pursuing new business opportunities and expanding the Company's customer base through sales and marketing efforts. His primary function is to develop and present comprehensive Energy Conservation Project Proposals to prospective clients and maintain customer relations through the evaluation process to a signed agreement.

Mr. Farren's goal is to address specific customer objectives for each facility, recognize cost-effective opportunities, and present an implementation strategy consistent with the long-term goals of our clients. These strategies utilize available utility incentive programs, various financing alternatives, and the most appropriate and economical technologies available.

Prior to joining NORESO, Mr. Farren was an Area Manager for a lighting retrofit/design and energy conservation contractor. During his six-year tenure, his responsibilities included strategic marketing, proposal development, construction and sales management, and product development.

Mr. Farren's specific experience includes many projects including Fairfax County Public Schools, Fairfax County, William Patterson University, West Essex Regional Schools, Mount Olive Schools, Kenilworth, South Brunswick, Hanover Township North Warren Regional Schools, and Ridgewood Public Schools

## **JOSEPH DEZAMITS, CEM, CLEP, CDSM Manager, Customer Services**

### **PROFESSIONAL EXPERIENCE:**

- ◆ 2000 to Present, Manager of Customer Service – Region 2, NORESKO, Pittsburgh, PA
- ◆ 1992 – 2000, Team Leader for Central US Area – Measurement and Verification, Honeywell International
- ◆ 1987 – 1992, Senior Technical Specialist, Northeast Utilities – Connecticut Light and Power
- ◆ 1984 – 1985, Energy Engineering Consultant, W.F. Ryan & Associates
- ◆ 1982 – 1983 Energy Engineering Technician, Butler Energy Engineering

### **EDUCATION:**

- ◆ BS Mechanical Engineering, Pennsylvania State University, Harrisburg, PA (Pending)
- ◆ AAS, Energy Management / Science and Engineering, Allegheny County Community College, South Campus
- ◆ Honeywell Home and Building Control Classes – Minneapolis, MN
- ◆ Boiler Efficiency Institute – HVAC Efficiency Improvements

### **CERTIFICATIONS/AFFILIATIONS :**

- ◆ Senior Member, Association of Energy Engineers (AEE)
- ◆ President / Treasurer – Western Pennsylvania Chapter (AEE)
- ◆ Certified Energy Manager (C.E.M.)
- ◆ Certified Lighting Efficiency (C.L.E.P.)
- ◆ Certified Demand-Side Manager (C.D.S.M.)
- ◆ Certified Commercial & Apartment Conservation Service Energy Auditor – State of Connecticut -- Public Acts 82-231 & 82-192 Green Lights Surveyor Ally

Mr. Dezamits' career in the Energy Management discipline began in 1982. He is currently responsible for Customer Service activities along with Measurement and Verification planning and process implementation during sales cycle and continuing over the term of the performance contract.

Mr. Dezamits maintains a focus on meeting customer needs and monitoring energy consumption within each facility. Some current clients include Pittsburgh Public Schools, Duquesne University, Gannon University, Millcreek School District, County of Allegheny and Bayer Corporation.

Under a special arrangement with County of Allegheny, Mr. Dezamits serves as the County's Energy Manager over the life of the contract.

Prior to joining NORESKO, Mr. Dezamits served Honeywell International primarily as Measurement and Verification Team Leader for the Central US Area. He was responsible for monitoring over \$260 million in energy guarantees while leading a team of five M&V Specialists and six Energy Analysts over a service territory of eight states. The results of his efforts were an unprecedented 0.7% of total annual energy savings negative deviation as compared to a national average of 5.8% at that time.

During this period of his career, here are a few clients served by Mr. Dezamits:

#### **◆ Colleges and Universities:**

Saint Francis College; Ohio Dominican College; Marietta College; West Liberty State College; and Cincinnati State College

#### **◆ Health Care Facilities:**

Allegheny General Hospital; Ohio Masonic Home; and The Rehabilitation Institute of Pittsburgh

#### **◆ Schools K-12**

Cleveland Public Schools; Greensburg-Salem School District Baldwin-Whitehall School District; Belpre City Schools; Shadyside Local Schools; Garrett County Schools; Harrison County Schools; Lewis County Schools; Wood County Schools; Kiski Area School District; and Canal Winchester Schools

#### **◆ State and Local Government:**

Miami County-OH; Pickaway County; Ohio Department of Rehabilitation and Correction - Lebanon and Marion Correctional Institutions

**RANDALL R. CLARK**  
**DIRECTOR – BUSINESS**  
**DEVELOPMENT****PROFESSIONAL EXPERIENCE:**

- ◆ 2001 – Present, Director Business - Development, NORESKO, Pittsburgh, PA
- ◆ 2000 – 2001, Regional Manager, NORESKO, Pittsburgh, PA
- ◆ 1998 – 2000, Project Developer, NORESKO, Pittsburgh, PA
- ◆ 1997 – 1998, Project Manager, ERI Services, Pittsburgh, PA
- ◆ 1997 – 1997, Sales Engineer, ERI Services, Pittsburgh, PA
- ◆ 1994 – 1997, Sales Manager, Alon Surface Technologies, Pittsburgh, PA
- ◆ 1992 – 1994, Project/Sales Engineer, EURENCO, Pittsburgh,

**CERTIFICATIONS/AFFILIATIONS:**

- ◆ EPA GreenLights Surveyor Ally

**EDUCATION:**

- ◆ BS, Mechanical Engineering, Pennsylvania State University, 1991
- ◆ MBA, Joseph Katz Graduate School Business, University of Pittsburgh, 1999

Mr. Clark has over eight years of experience in the energy services industry. He is responsible for managing business development activities for NORESKO's performance contracting business in the Eastern United States. Mr. Clark's primary concern is the refinement of the overall financial product. He is the point of contact for all aspects of the project and oversees the development of the financial package for each facility. He also has close involvement with construction and engineering to ensure the quality and overall integrity of the projects.

Prior to Mr. Clark's appointment as Director – Business Development, he managed all functions associated with performance contracting in NORESKO's Pittsburgh Office. His responsibilities included project development, engineering, project management, and measurement and verification.

Mr. Clark has been part of the NORESKO team for six years.

He has been responsible for developing more than \$75 Million of performance contracting projects including Fairfax County Public Schools, Fairfax County, Duquesne University, Pittsburgh Public Schools, Carlow College, Moon Area School District, Allegheny County, Mt. Olive School District, Livingston Schools, Wheatland Chili Central School District, East Irondequoit Central School District, Pennsylvania Department of Corrections – SCI Camp Hill, Robert Morris University, State University of New York at Geneseo, Seton Hill College, Gannon University, Westmoreland County and numerous other PA, NY, and NJ School Districts.

Before joining NORESKO, Mr. Clark was employed by a company that produced high temperature corrosion resistant coatings for the sulfuric acid, refining, steel, chemical/petrochemical, and cement industries. In this capacity, he evaluated service environments to select the most beneficial coating chemistry to prevent the corrosion mechanisms present. In addition, he was responsible for the procurement of raw materials and management of sub-contractors in order to provide a turnkey product to the customer.

Mr. Clark also brings two years of experience as a sales/project engineer working for an energy efficiency consulting firm. While there, he specialized in the delivery of energy audits as part of the Department of Energy's Technical Assistance Program.

**DAVID A CLARK, SR.**  
**SENIOR PROJECT MANAGER****PROFESSIONAL EXPERIENCE:**

- ◆ 1999 – Present, Senior Project Manager, NORESKO, Pittsburgh, PA
- ◆ 1987 – 1999, Chief Engineer Helmsley Greenfield, Pittsburgh, PA
- ◆ 1985 – 1987, Construction Manager, Lehr McGovern Bovis, Philadelphia, PA
- ◆ 1982 – 1985, Chief Engineer, Helmsley Greenfield, Philadelphia, PA

**CERTIFICATIONS/AFFILIATIONS :**

- ◆ Certified, Real Property Administrator (RPA)

**EDUCATION:**

- ◆ 400+ hours of technical training (mechanical / electrical / automation systems)

Mr. Clark has over fifteen years of experience in the facilities management business. He is responsible for assisting in the development and design stages of new projects and management of the construction when implemented. His functions include design of retrofit projects, bid solicitation & review, and construction related services.

Mr. Clark's diverse mechanical background and experience in operations and maintenance of industrial and commercial facilities provides a practical view of system applications and their on-going operation and maintenance contributing to a more comprehensive package.

Mr. Clark has been responsible for a number of projects that include the rehabilitation of a condenser water system and air distribution system as well as the installation of a BAS system serving the Allegheny County Courthouse and County Office Building. He oversaw the installation of a BAS system and variable speed drives serving the four John Kane Regional Medical Centers and installation of new chillers and a BAS system at Allegheny County Shuman Detention Center. He also was responsible for the installation of a BAS system and the rehabilitation of various air distribution systems at four Pittsburgh Public Schools and installing an automated swimming pool cover system at one of the schools, as well as, a new chiller and cooling tower system at Steel Valley High School.

Most recently, Mr. Clark completed the installation of a major heat recovery system at the Allegheny County Jail. Along with expanding the existing BAS system, installation of an automated steam and water treatment system, and modifications to the air distribution systems that included the installation of variable speed drives on numerous pumps and fans.

Mr. Clark is currently managing a project at Bayer Corporation's, Pittsburgh Research & Development campus. The energy conservation measures include lighting, BAS systems, variable speed drives and a humidification/dehumidification control system in their corporate database center.

Prior to his current position, Mr. Clark relocated from Philadelphia to Pittsburgh to assume the position as Chief Engineer for USX Tower for Helmsley-Greenfield, Incorporated. USX Tower is a 2.9M square feet, commercial high-rise office facility where he was responsible for the mechanical operations and maintenance of the same. In his twelve year tenure, he also played an integral role in the design, implementation, and construction management of mechanical and electrical system upgrades and retrofits which included the BAS systems, boilers, chillers, tenant condenser system and air handlers.

**STEVEN C. BOSLAND, P.E.**  
**DIRECTOR, ENGINEERING – ENERGY**  
**INFRASTRUCTURE**

**PROFESSIONAL EXPERIENCE:**

- ◆ **2001 - Present, NORES CO, Westborough, MA**
- ◆ **1996 - 2001, Operations Director/Senior Project Manager, Vanderweil Engineers, Boston, MA**
- ◆ **1989 - 1996, Vice President of Operations, Project Manager, Energy Engineer, Shooshanian Engineering, Boston, MA**
- ◆ **1988 - 1989, ETG/Engineering Technology Group, Inc., Framingham, MA**
- ◆ **1984 - 1988, Site Mechanical Engineer, Data General, Inc., Southborough, MA**
- ◆ **1982 - 1984, Senior Engineer, LeMessurier Consultants, Cambridge, MA**
- ◆ **1981 - 1982, Senior Project manager Dry Systems, Teller Environmental Systems, Shrewsbury, MA**
- ◆ **1974 - 1981, Flue Gas Desulfurization System Design Supervisor, Combustion Engineering, Windsor, CT, Birmingham, AL**
- ◆ **1973 - 1974, Project Engineer, Rainville Company, Middlesex, NJ**
- ◆ **1972 - 1973, Sales Engineer, YORK Air Conditioning, York, PA, San Francisco, CA**

**CERTIFICATIONS/AFFILIATIONS :**

- ◆ **Registered Professional Engineer in AL, CT, MA, ME, NH, NC & NJ**
- ◆ **Patent No. 4,140,007**
- ◆ **Published Papers**
  - **TVA Windows Creek No. 8**
  - **IDEA Central Plant Renovation**

**EDUCATION:**

- ◆ **BS, Mechanical Engineering, Lowell Technological Institute, 1972**

Mr. Bosland is a registered professional engineer in seven States and brings to NORES CO a depth of expertise in the development and operation of energy infrastructure.

He has held a variety of leadership positions in the industry and most recently lead a project team of 40 engineers and support staff in the design and implementation of projects with a construction value of between \$100 million and \$200 million. Mr. Bosland's projects have included a full range of technologies and efficiency measures including chilled water, boiler and cogeneration plants, distribution piping, variable speed drives, control upgrades, lighting retrofits, cooling tower and condenser water system improvements, and free cooling systems.

Projects developed and managed by Mr. Bosland have ranged from complete system design for large commercial buildings to large thermal storage and cogeneration systems. He has completed projects in a variety of facility types including commercial, industrial, hospital, and municipal settings. Mr. Bosland's wide body of experience also includes waste-to-energy projects.

Mr. Bosland's designs have included a 13,000 ton addition to a 52,000 ton chilled water plant, a utility system design for a foreign university which included a chilled water plant, dry cooler farm, 2 miles of site piping, and 12 MW of gas turbines for site power and controls.

Mr. Bosland also holds a patent and has published two professional papers.

## **CHARLES E. WHEELER, P.E. ENGINEERING MANAGER**

### **PROFESSIONAL EXPERIENCE:**

- ◆ **1998 – Present, Manager Energy Engineering, NORES CO, Westborough, MA**
- ◆ **1990 – 1998, Principal Engineer, All Energy Marketing Co. (NEES), Waltham, MA & New England Electric System (NEES), Westboro, MA**
- ◆ **1983 – 1990, Mechanical Engineer (Facilities), GTE, Needham, MA**
- ◆ **1981 – 1983, Mechanical Engineer, Stone & Webster, Boston, MA**

### **CERTIFICATIONS/AFFILIATIONS:**

- ◆ **Registered Mechanical Engineer, Commonwealth of Massachusetts and State of New Hampshire**
- ◆ **Professional Member, American Society of Heating, Refrigeration and Air Conditioning Engineers (ASHRAE)**
- ◆ **Member, Association of Facilities Engineers (AFE)**

### **EDUCATION:**

- ◆ **BS, Mechanical Engineering, Wentworth Institute of Technology, 1981**
- ◆ **Certificate, Facilities Management, Northeastern University, 1988**

Mr. Wheeler has twenty years experience providing project management, engineering analysis, and design services for energy and utility projects. He has a particular expertise in the design and construction of HVAC systems. Mr. Wheeler is responsible for the development and delivery of energy related services to customers. These services include design and build of HVAC systems, end use energy analysis, energy audits and studies, sub metering analysis and project management services involving HVAC and industrial mechanical processes. Mr. Wheeler has been a part of the NORES CO team for 3 years.

Mr. Wheeler was the project manager for a \$13 million energy services project for The University of Massachusetts – Boston. This project involved the installation of a new 70,000 MBH central boiler plant to serve the entire 1.7 million square foot UMass - Boston campus. The project also included the upgrade of the facilities lighting, chilled water and HVAC controls systems. The project will result in approximately \$2 million of energy savings.

Mr. Wheeler was the design engineer and project manager for a \$1.4 million energy conservation project for Cape Cod Community College in Barnstable, MA. The project included the installation of a 200 kW fuel cell, conversion of electric heat to a gas fired hydronic system, variable speed drives and an EMS.

Mr. Wheeler developed, designed and project managed the installation of a free cooling cycle for the 40 story high rise office building at 60 State Street in Boston, MA. The project included the installation of a 1000 ton plate and frame heat exchanger cross connected to the chilled and condenser water piping. This installation enabled the customer to shutoff a 1000 ton chiller and save considerable energy and demand.

Mr. Wheeler also designed and project managed two large-scale projects involving the decentralization of heating systems for the Boston Housing Authority. Together these projects involve heating renovations to systems in over 50 buildings with a project cost of \$15 million.

Prior to joining NORES CO, Mr. Wheeler was lead technical engineer for an annual \$100 million commercial and industrial energy conservation program at New England Electric System. He was responsible for engineering approval of subsidies to customers involving energy projects of up to \$4 million. During his tenure with New England Electric, Mr. Wheeler was responsible for engineering evaluation of complex HVAC energy conservation projects such as thermal cool storage. Chilled water plant retrofits, constant volume to VAV HVAC system conversions and the evaluation of gas vs. electric cooling technologies.

Mr. Wheeler has been responsible for an approximately 2 million square foot facility as Facilities Management Engineer, which consisted of industrial, electronic labs and office space. He has also been responsible for budgets, estimates, designs, specifications, contractor bidding and overall project management for various mechanical projects with costs of up to \$1 million.